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SENSITIVE
SIPDIS

DEPARTMENT FOR PM/DTCC

E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [AE](#)
SUBJECT: BLUE LANTERN BROKER INQUIRY-- CASE NO. K-2007 (BROKER JAKE SOUJAH)

REF: STATE 99618

¶1. (SBU) Summary: Per reftel request for Blue Lantern broker inquiry, Poloff and PolEcon Specialist met with Axsys Technologies' Senior Vice President for Corporate Strategy and Development Jake Soujah and Director of Operations Kinda Assouad, on October 7, 2009. Axsys mainly deals with equipment with thermal capabilities. This equipment allows one to see between four to 20 kilometers in the dark. Soujah and Assouad are the two main shareholders and have 13 employees currently in Egypt, two in Saudi Arabia, and 20 independent contractors. End Summary.

¶2. (SBU) Soujah explained that Axsys Technologies Eurasia is a contractual venture with Axsys Technologies in the U.S. Soujah has been a registered broker for Axsys since 2007, but has been working with Axsys for six years. Axsys Eurasia uses Ocean Air as its freight forwarder. The equipment is shipped from the US directly to the end-user. Axsys employees are on the ground to receive, unpack, and install the equipment for the end-user.

¶3. (SBU) Axsys Technologies Eurasia's customers include the UAE Armed Forces General Headquarters (GHQ), Kuwaiti Ministry of Interior, Saudi Arabia, Egyptian Ministry of Defense (Navy). Axsys does not have contracts with Iraq, Sudan, Libya, Syria, Algeria, Morocco, and Tunisia. Axsys will consider Lebanon on a case by case basis. Clients in the UAE Armed Forces include UAE Navy, UAE Coast Guard, and UAE Royal Guard (thermal imaging capability on their vehicles). Axsys is also involved with supporting the UAE's C4I program. The Kuwaiti Ministry of Interior is Soujah's oldest customer. The Kuwaitis request thermal imaging equipment for their border with Iraq. In Saudi Arabia, Soujah is waiting on Ministry of Interior approval for Saudi Arabia's northern border program.

¶4. (SBU) Soujah and Assouad work out of their home at the address indicated on their Brokering License Statement and Notification of Conditions on Export License. Soujah has storage space at Jebel Ali and stores spare parts at home. According to Soujah, his Jebel Ali storage space has appropriate security, including an electronic lock. Soujah explained that the storage warehouse typically only has no more than three of any model at one time. The models are only in storage for demonstrations, testing, and competitions. (Note. Competitions are essentially demos in comparison with other competitors' equipment for clients when requested. End note.)

¶5. (SBU) Soujah and Assouad said they understand the restriction

on US Munitions List.

SIBERELL